	A	B	C	D	E	F	G	H
1	Pct of Payroll added for Direct Expenses:	12.49%	23.00%					
2		(actual)	(12.5% general + 6.5% for insurance + 4% for vacation)					
3								
4	*1991 Budget*	Actual & Proj	Projected	Pct		PCT OF TOTAL		
5		1990	1991	Diff.		1990	1991	
6								
7	SALES AND ROYALTY INCOME							
8	Subscription Sales	477,572	400,000	-16%		61%	68%	
9	Back Issue Sales	11,582	12,000	4%		1%	2%	
10	Mailing List Sales	21,723	18,000	-17%		3%	3%	
11	Direct Distribution Sales	77,737	75,000	-4%		10%	13%	
12	Warner Sales	93,593	80,000	-15%		12%	14%	
13	Book & Postcard Sales	29,819	0	-100%		4%	0%	
14	Royalty Income	41,625	0	-100%		5%	0%	
15	Production Monies	25,000	0	-100%		3%	0%	
16	Change In Sub Liability	0	0	all +		0%	0%	
17	INCOME SUBTOTAL	778,651	585,000	-25%		100%	100%	
18								
19	OTHER INCOME							
20	Chronicle Income	27,500	27,500	0%		13%	54%	
21	Unclassifieds Income	8,715	8,000	-8%		4%	16%	
22	Misc Royalty Income	2,270	0	-100%		1%	0%	
23	Production Projects Income	401	0	-100%		0%	0%	
24	Contributions General/WER	12,019	10,000	-17%		6%	20%	
25	Contributions WEI	58,517	0	-100%		28%	0%	
26	Cyberthon Income	87,916	0	-100%		42%	0%	
27	Library Project Income	401	0	-100%		0%	0%	
28	Environmental Projects Income	401	0	-100%		0%	0%	
29	Interest Income	5,756	5,000	-13%		3%	10%	
30	Sale of Assets	500	0	-100%		0%	0%	
31	Miscellaneous Income	3,696	0	-100%		2%	0%	
32	Pass Thru Grants Contrib. to General Ove	0	0	all +		0%	0%	
33	TOTAL OTHER INCOME	208,092	50,500	-76%		100%	100%	
34								
35	Grants Income	7,500	0	-100%				
36	*TOTAL REVENUE*	*994,243*	*635,500*	-36%				
37								
38	COST OF SALES							
39	Circulation Pay	33,515	32,000	-5%		6%	6%	
40	Sub Fulfillment	35,729	40,000	12%		6%	8%	
41	Sub Premium Offers	1,587	0	-100%		0%	0%	
42	MacSub Fulfillment OPS	783	0	-100%		0%	0%	
43	MacSUB Fulfillment Pay	24,759	30,000	21%		4%	6%	
44	Circulation Promo	11,643	16,000	37%		2%	3%	
45	Renewal & Billing Expenses	21,282	25,000	17%		4%	5%	
46	Insert Expenses	9,254	6,000	-35%		2%	1%	
47	Credit Card Discount	2,886	3,000	4%		1%	1%	
48	Direct Distributor Expenses	6,960	9,000	29%		1%	2%	
49	Warner Expenses	9,976	12,000	20%		2%	2%	
50	Printing Magazine	94,837	98,000	3%		17%	19%	
51	Mailing List Fulfillment	3,516	3,000	-15%		1%	1%	
52	Editorial Pay	64,748	64,000	-1%		12%	13%	
53	Writers and Contributors	31,519	32,000	2%		6%	6%	
54	Misc Editorial Expenses	5,127	8,000	56%		1%	2%	
55	Pre Press	17,871	19,000	6%		3%	4%	
56	Research Pay	15,211	15,000	-1%		3%	3%	
57	Research Expense	2,242	4,000	78%		0%	1%	
58	Production Pay	55,650	58,000	4%		10%	11%	
59	Production OPS	1,640	3,000	83%		0%	1%	
60	Outside Production Work	4,269	4,000	-6%		1%	1%	
61	Production Supplies	3,397	5,000	47%		1%	1%	
62	Whole Earth Ecolog OPS	32,558	0	-100%		6%	0%	
63	Whole Earth Ecolog Expenses	20,989	0	-100%		4%	0%	
64	Purchase & Promo of Books etc.	15,163	0	-100%		3%	0%	
65	Fulfillment of Books	4,058	0	-100%		1%	0%	
66	Chronicle Expenses	23,941	24,000	0%		4%	5%	
67	Change In Inventory	0	0	all -		0%	0%	
68	TOTAL COST OF SALES	555,110	510,000	-8%		100%	100%	
69								
70	GROSS MARGIN	439,133	125,500	-71%				
71								

	A	B	C	D	E	F	G	H
72	**GENERAL AND ADMINISTRATIVE EXPENSES**							
73	Office Pay	35,422	36,000	2%		11%	19%	
74	Pub and Admin Pay	25,351	26,000	3%		8%	14%	
75	Pub and Admin Pre Project Pay	2,776	5,000	80%		1%	3%	
76	Director Pay	20,417	35,000	71%		6%	19%	
77	Insurance Workers Comp	3,428	na	#####		1%	#VALUE!	
78	Insurance Other	1,780	1,800	1%		1%	1%	
79	Paid Vacation Expense	6,053	na	#####		2%	#VALUE!	
80	Kaiser Health Plan	5,315	na	#####		2%	#VALUE!	
81	Taxes Other	2,037	2,000	-2%		1%	1%	
82	Taxes Payroll	29,178	na	#####		9%	#VALUE!	
83	Office and Computer Supplies	6,789	7,000	3%		2%	4%	
84	Equip Rental Maint and Supplies	4,699	5,000	6%		1%	3%	
85	Telephone	6,425	6,500	1%		2%	3%	
86	Postage & FAX	7,787	8,000	3%		2%	4%	
87	Container Rent	2,640	2,640	0%		1%	1%	
88	Building Rent	37,132	37,500	1%		12%	20%	
89	Building Maintenance	1,891	1,900	0%		1%	1%	
90	Utilities	3,322	3,400	2%		1%	2%	
91	WEI Fundraising Salaries	0	0	all -		0%	0%	
92	WEI Fundraising OPS	14,000	0	-100%		4%	0%	
93	WEI Fundraising Expenses	3,470	0	-100%		1%	0%	
94	Cyberthon Salaries	3,022	0	-100%		1%	0%	
95	Cyberthon OPS	14,500	0	-100%		5%	0%	
96	Cyberthon Expenses	71,686	0	-100%		22%	0%	
97	Library Project Salaries	3,302	0	-100%		1%	0%	
98	Library Project OPS	125	0	-100%		0%	0%	
99	Library Project Expenses	230	0	-100%		0%	0%	
100	Environmental Projects Salaries	54	0	-100%		0%	0%	
101	Environmental Projects OPS	0	0	all -		0%	0%	
102	Environmental Projects Expenses	31	0	-100%		0%	0%	
103	Legal Professional and Copyright	1,603	2,000	25%		0%	1%	
104	Interest and Penalties	1,947	2,000	3%		1%	1%	
105	Bank Service Fees	572	600	5%		0%	0%	
106	Misc Pub and Admin Expenses	3,714	4,000	8%		1%	2%	
107	Misc Expenses	1,182	1,500	27%		0%	1%	
108	WELL Repay Expenses	0	0	all -		0%	0%	
109	**TOTAL GEN AND ADMIN EXPENSES**	**321,880**	**187,840**	**-42%**		**100%**	**100%**	
110								
111	Grants Expense	7,500	0	-100%				
112	**CHANGE IN FUND BALANCE**	***109,753***	***-62,340***	**-157%**				
113								
114								
115	**Dept. Contributions to General Overhead**							
116	Circ/Fulf/Dir Sales Contrib. to General C	35,000	35,000	0%		na	26%	
117	Edit/Research Contrib. to General O/H	45,000	45,000	0%		na	34%	
118	Production Contrib. to General O/H	45,000	45,000	0%		na	34%	
119	Ecolog Contrib. to General O/H	10,000	0	-100%		na	0%	
120	Chronicle Contrib. to General O/H	6,000	6,000	0%		na	4%	
121	Unclassifieds Contrib. to General O/H	2,500	2,500	0%		na	2%	
122	WEI FR Contrib. to General O/H	9,000	0	-100%		na	0%	
123	WEI Cyberthon Contrib. to General O/H	5,000	0	-100%		na	0%	
124	WEI Library Contrib. to General O/H	2,000	0	-100%		na	0%	
125	WEI Envir. Contrib. to General O/H	1,000	0	-100%		na	0%	
126	Pass Thru Grants Contrib. to General O/H	500	0	-100%		na	0%	
127	**Total Dept. Contribs. to General O/H**	*161,000*	*133,500*	*-17%*		*na*	*100%*	
128								

	A	B	C	D	E	F	G	H
129	**Corporate Department Summary**	Actual & Proj	Projected	Pct		PCT OF TOTAL		
130		1990	1991	Diff.		199000%	199100%	
131	* CORPORATE INCOME *							
132								
133	Misc Royalty Income	2,270	0	-100%		#REF!	#REF!	
134	Interest Income	5,756	5,000	-13%		#REF!	#REF!	
135	Sale of Assets	500	0	-100%		#REF!	#REF!	
136	Miscellaneous Income	3,696	0	-100%		#REF!	#REF!	
137	*Total Misc. Corporate Income*	*12,222*	*5,000*	*-59%*		*#REF!*	*#REF!*	
138								
139	Back Issue Sales	11,582	12,000	4%		#DIV/0!	#DIV/0!	
140	*Total Back Issue Sales Income*	*11,582*	*12,000*	*4%*		*#DIV/0!*	*#DIV/0!*	
141								
142	Contributions General/WER	12,019	10,000	-17%		#DIV/0!	#DIV/0!	
143	*Total Contributions Gen'l/WER Income*	*12,019*	*10,000*	*-17%*		*#DIV/0!*	*#DIV/0!*	
144								
145	Book & Postcard Sales	29,819	0	-100%		#DIV/0!	#NUM!	
146	*Total Book & Postcard Income:*	*29,819*	*0*	*-100%*		*#DIV/0!*	*#NUM!*	
147								
148	Misc Production Projects Income	401	0	-100%		100%	#NUM!	
149	*Total Misc Production Projects Income:*	*401*	*0*	*-100%*		*100%*	*#NUM!*	
150								
151	* TOTAL CORPORATE INCOME *							
152								

	A	B	C	D	E	F	G	H
153	* CORPORATE EXPENSES *							
154								
155	Director Pay	22,967	43,050	87%		#REFI	#REFI	
156	Admin Pay	28,517	31,980	12%		#REFI	#REFI	
157	Office Pay	39,846	44,280	11%		#REFI	#REFI	
158	Accountant Pay	new						
159	*Total Corporate Staff Payroll*							
160								
161	Container Rent	2,640	2,640	0%		#REFI	#REFI	
162	Building Rent	37,132	37,500	1%		#REFI	#REFI	
163	Building Maintenance	1,891	1,900	0%		#REFI	#REFI	
164	Utilities	3,322	3,400	2%		#REFI	#REFI	
165	Telephone	6,425	6,500	1%		#REFI	#REFI	
166	Postage & FAX	7,787	8,000	3%		#REFI	#REFI	
167	Insurance Other	1,780	1,800	1%		#REFI	#REFI	
168	Taxes Other	2,037	2,000	-2%		#REFI	#REFI	
169	Office and Computer Supplies	6,789	7,000	3%		#REFI	#REFI	
170	Equip Rental Maint and Supplies	4,699	5,000	6%		#REFI	#REFI	
171	Misc. Admin Expenses	3,714	4,000	8%		#REFI	#REFI	
172	Misc. Operating Expenses	1,182	1,500	27%		#REFI	#REFI	
173	WELL Repay Expenses	0	0	all -		#REFI	#REFI	
174	*Total Operating Expenses*	*79,398*	*81,240*	*2%*		*#REFI*	*#REFI*	
175								
176	Legal Professional and Copyright	1,603	2,000	25%		#REFI	#REFI	
177	Interest and Penalties	1,947	2,000	3%		#REFI	#REFI	
178	Bank Service Fees	572	600	5%		#REFI	#REFI	
179	Misc. Other G & A Expenses							
180	*Total Other G & A Expenses*							
181								
182	Library Pay							
183	Library Misc. Expenses							
184	*Total Library Expenses*							
185								
186	Back Issue Expenses							
187	*Total Back Issue Sales Expenses*							
188								
189	Contributions Gen'l/WER Expenses							
190	*Total Contributions Gen'l/WER Income*							
191								
192	Purchase of Books etc.	15,163	0	-100%		#REFI	#REFI	
193	Promotion of Books etc.							
194	Fulfillment of Books etc.	4,058	0	-100%		#REFI	#REFI	
195	Credit Card Discount - Books etc.							
196	Change in Inventory - Books etc.	0	0	all -		#REFI	#REFI	
197	*Total Book etc. Expenses:*	*19,221*	*0*	*-100%*		*#REFI*	*#REFI*	
198								
199	Misc Production Projects Expense							
200	*Total Misc Production Projects Expenses:*							
201								
202	* TOTAL CORPORATE EXPENSES *							
203								
204								
205	Pub and Admin Pre Project Pay	3,123	6,150	97%		#REFI	#REFI	
206								
207								

	A	B	C	D	E	F	G	H
228	* WER EXPENSES *							
229								
230	WER Publishing Pay							
231	WER Publishing OPS							
232	Misc. WER Publishing Expenses							
233	*Total WER Publishing Expenses:*							
234								
235	WER Editorial Pay	72,834	78,720	8%		57%	56%	
236	WER Editorial OPS							
237	WER Writers and Contributors	31,519	32,000	2%		24%	23%	
238	WER Misc Editorial Expenses	5,127	8,000	56%		4%	6%	
239	WER Research Pay	17,111	18,450	8%		13%	13%	
240	WER Research OPS							
241	WER Misc. Research Expenses	2,242	4,000	78%		2%	3%	
242	*Total WER Editorial Expenses:*	*128,833*	*141,170*	*10%*		*100%*	*100%*	
243								
244	WER Production Pay	62,600	71,340	14%		41%	39%	
245	WER Production OPS	1,845	3,690	100%		1%	2%	
246	WER Outside Production Expense	4,269	4,000	-6%		3%	3%	
247	WER Production Supplies	3,397	5,000	47%		3%	3%	
248	*Total WER Production Expenses:*	*134,982*	*148,030*	*10%*		*100%*	*100%*	
249								
250	Sub Fulfillment	35,729	40,000	12%		#REF!	#REF!	
251	Sub Premium Offers	1,587	0	-100%		#REF!	#REF!	
252	MacSub Fulfillment OPS	881	0	-100%		#REF!	#REF!	
253	MacSUB Fulfillment Pay	27,851	36,900	32%		#REF!	#REF!	
254	WER Billing Expenses							
255	Credit Card Discount - Subs	2,886	3,000	4%		#REF!	#REF!	
256	*Total Sub Fulfillment Expenses:*	*68,934*	*79,900*	*16%*		*#REF!*	*#REF!*	
257								
258	WER Pre-Press Expenses	17,871	19,000	6%		13%	13%	
259	Printing WER	94,837	98,000	3%		#REF!	#REF!	
260	*Total Magazine Printing Expense:*	*94,837*	*98,000*	*3%*		*#REF!*	*#REF!*	
261								
262	Circulation Pay	37,701	39,360	4%		#REF!	#REF!	
263	Circulation OPS							
264	Circulation Promo	11,643	16,000	37%		#REF!	#REF!	
265	Renewal Expenses	21,282	25,000	17%		#REF!	#REF!	
266	Insert Expenses	9,254	6,000	-35%		#REF!	#REF!	
267	*Total Circulation Expenses*							
268								
269	Direct Distributor Expenses	6,960	9,000	29%		#REF!	#REF!	
270	Warner Expenses	9,976	12,000	20%		#REF!	#REF!	
271	*Total Newsstand Expenses:*	*16,936*	*21,000*	*24%*		*#REF!*	*#REF!*	
272								
273	Mailing List Fulfillment	3,516	3,000	-15%		#REF!	#REF!	
274	*Total Mailing List Rental Expenses:*	*3,516*	*3,000*	*-15%*		*#REF!*	*#REF!*	
275								
276	*WER contribution to General O/H*							
277								
278	* TOTAL WER EXPENSES *							
279								
280								

	A	B	C	D	E	F	G	H
281	Projects Deptartment Summary	Actual & Proj	Projected	Pct		PCT OF TOTAL		
282		1990	1991	Diff.		199000%	199100%	

	A	B	C	D	E	F	G	H
283	* WE INSTITUTE *	Actual & Proj	Projected	Pct		PCT OF TOTAL		
284		1990	1991	Diff.		199000%	199100%	
285	*INCOME*							
286								
287	Contributions WEI	58,517	0	-100%		40%	#NUM!	
288	Cyberthon Income	87,916	0	-100%		60%	#NUM!	
289	Library Project Income	401	0	-100%		0%	#NUM!	
290	Environmental Projects Income	401	0	-100%		0%	#NUM!	
291								
292	*TOTAL INCOME*	147,235	0	-100%		100%	#NUM!	
293								
294	*EXPENSES*							
295								
296	WEI Fundraising Salaries	0	0	all -		0%	#NUM!	
297	WEI Fundraising OPS	15,748	0	-100%		12%	#NUM!	
298	WEI Fundraising Expenses	3,470	0	-100%		3%	#NUM!	
299	WEI FR Contrib. to General O/H	9,000	0	-100%		7%	#NUM!	
300	*Total WEI FR Expenses*	28,218	0	-100%		21%	#NUM!	
301								
302	Cyberthon Salaries	3,399	0	-100%		3%	#NUM!	
303	Cyberthon OPS	16,311	0	-100%		12%	#NUM!	
304	Cyberthon Expenses	71,686	0	-100%		54%	#NUM!	
305	WEI Cyberthon Contrib. to General O/H	5,000	0	-100%		4%	#NUM!	
306	*Total Cyberthon Expenses*	96,396	0	-100%		72%	#NUM!	
307								
308	Library Project Salaries	3,714	0	-100%		3%	#NUM!	
309	Library Project OPS	1,951	0	-100%		1%	#NUM!	
310	Library Project Expenses	230	0	-100%		0%	#NUM!	
311	WEI Library Contrib. to General O/H	2,000	0	-100%		1%	#NUM!	
312	*Total Library Project Expenses*	7,896	0	-100%		6%	#NUM!	
313								
314	Environmental Projects Salaries	61	0	-100%		0%	#NUM!	
315	Environmental Projects OPS	0	0	all -		0%	#NUM!	
316	Environmental Projects Expenses	31	0	-100%		0%	#NUM!	
317	WEI Envir. Contrib. to General O/H	1,000	0	-100%		1%	#NUM!	
318	*Total Environmental Projects Expenses*	1,092	0	-100%		1%	#NUM!	
319								
320	*TOTAL EXPENSES*	133,602	0	-100%		100%	#NUM!	
321								
322	WEI Fundraising Net	30,299	0	-100%		222%	#NUM!	
323	Cyberthon Net	-8,480	0	-100%		-62%	#NUM!	
324	Library Project Net	-7,495	0	-100%		-55%	#NUM!	
325	Environmental Projects Net	-691	0	-100%		-5%	#NUM!	
326								
327	*WE Institute Net:*	13,633	0	-100%		100%	#NUM!	
328								
329	* CHRONICLE *							
330								
331	*Income:*							
332	Chronicle Income	27,500	27,500	0%		100%	100%	
333	*Total Income:*	27,500	27,500	0%		100%	100%	
334								
335	*Expenses:*							
336	Chronicle Expenses	23,941	24,000	0%		73%	68%	
337	Chronicle Pay O/H	2,990	5,520	85%		9%	16%	
338	Chronicle Contrib. to General O/H	6,000	6,000	0%		18%	17%	
339	*Total Expenses:*	32,931	35,520	8%		100%	100%	
340								
341	*Chronicle Net:*	-5,431	-8,020	48%				
342								
343	* ECOLOG *							
344								
345	*Income:*							
346	Ecolog Royalty Income	41,625	0	-100%		62%	#NUM!	
347	Ecolog Production Monies	25,000	0	-100%		38%	#NUM!	
348	*Total Ecolog Income:*	66,625	0	-100%		100%	#NUM!	
349								
350	*Expenses:*							
351	Whole Earth Ecolog OPS	32,558	0	-100%		51%	#NUM!	
352	Whole Earth Ecolog Expenses	20,989	0	-100%		33%	#NUM!	
353	Ecolog Contrib. to General O/H	10,000	0	-100%		16%	#NUM!	
354	*Total Expenses:*	63,547	0	-100%		100%	#NUM!	
355								
356	*Ecolog Net:*	3,078	0	-100%				

	A	B	C	D	E	F	G	H
357								
358	* HELPING NATURE HEAL *							
359								
360	*Income:*							
361	HNH Royalty Income							
362	HNH Production Monies							
363	*Total HNH Income:*							
364								
365	*Expenses:*							
366	HNH Pre-Project Salaries							
367	HNH Pre-Project Misc. Expenses							
368	HNH Edit. & Research Salaries							
369	HNH Production Salaries							
370	HNH Project Mgmt. Salaries							
371	HNH OPS							
372	HNH Misc. Expenses							
373	HNH Writers & Contributors							
374	*Total HNH Expenses:*							
375								
376	*HNH Net:*							
377								
378	* (BOOK PROJECT) *							
379								
380	*Income:*							
381	Royalty Income							
382	Production Monies							
383	*Total Income:*							
384								
385	*Expenses:*							
386	Pre-Project Salaries							
387	Pre-Project Misc. Expenses							
388	Edit. & Research Salaries							
389	Production Salaries							
390	Project Mgmt. Salaries							
391	OPS							
392	Misc. Expenses							
393	Writers & Contributors							
394	*Total Expenses:*							
395								
396	*Net:*							
397								
398	* (BOOK PROJECT) *							
399								
400	*Income:*							
401	Royalty Income							
402	Production Monies							
403	*Total Income:*							
404								
405	*Expenses:*							
406	Pre-Project Salaries							
407	Pre-Project Misc. Expenses							
408	Edit. & Research Salaries							
409	Production Salaries							
410	Project Mgmt. Salaries							
411	OPS							
412	Misc. Expenses							
413	Writers & Contributors							
414	*Total Expenses:*							
415								
416	*Net:*							
417								
418	* POINT FUNDRAISING *							
419								
420								
421								
422								
423								
424								
425								
426								

	A	B	C	D	E	F	G	H
427	* PASS THRU GRANTS SUMMARY *							
428								
429	*HACKERS CONFERENCE*							
430								
431	*Income:*							
432	Hackers Grant Income	7,500	0	-100%		na	na	
433	*Total Hackers Income:*	*7,500*	*0*	*-100%*		na	na	
434								
435	*Expenses:*							
436	Hackers Grants Paid	7,500	0	-100%		na	na	
437	Hackers Grants Contrib. to General O/H	500	0	-100%		na	na	
438	*Total Hackers Expenses:*	*8,000*	*0*	*-100%*		na	na	
439								
440	*Hackers Net:*	*-500*	*0*	*-100%*				
441								
442	*_____ (PASS THRU GRANT)*							
443								
444	*Income:*							
445	_____ Grant Income							
446	*Total _____ Income:*							
447								
448	*Expenses:*							
449	_____ Grants Paid							
450	_____ Grants Contrib. to General O/H							
451	*Total _____ Expenses:*							
452								
453	_____ *Net:*							
454								
455	*_____ (PASS THRU GRANT)*							
456								
457	*Income:*							
458	_____ Grant Income							
459	*Total _____ Income:*							
460								
461	*Expenses:*							
462	_____ Grants Paid							
463	_____ Grants Contrib. to General O/H							
464	*Total _____ Expenses:*							
465								
466	_____ *Net:*							
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494								
495	Insurance Workers Comp	3,428	na	#####		#REF!	#VALUE!	
496	Paid Vacation Expense	6,053	na	#####		#REF!	#VALUE!	
497	Kaiser Health Plan	5,315	na	#####		#REF!	#VALUE!	
498	Taxes Payroll	29,178	na	#####		#REF!	#VALUE!	
499	*Total Payroll-Related Expenses*	*43,974*	*0*	*-100%*		*#REF!*	*#REF!*	
500								

	A	B	C	D	E	F	G	H
501	**Dept-by-Dept Summary:**	Actual & Proj	Projected	Pct		PCT OF TOTAL		
502		1990	1991	Diff.		199000%	199100%	
503								
504	Total Subscription Income:	477,572	400,000	-16%		#DIV/0!	#DIV/0!	
505	Total Newsstand Income:	171,330	155,000	-10%		#DIV/0!	#DIV/0!	
506	Total Mailing List Income:	21,723	18,000	-17%		#DIV/0!	#DIV/0!	
507	Total Book & Postcard Income:	29,819	0	-100%		#DIV/0!	#NUM!	
508	** TOTAL WER INCOME **	*0*	*0*	all -		*#NUM!*	*#NUM!*	
509								
510	Total Sub Fulfillment Expenses:	68,934	79,900	16%		#REF!	#REF!	
511	Total Magazine Printing Expense:	94,837	98,000	3%		#REF!	#REF!	
512	Total Newsstand Expenses:	16,936	21,000	24%		#REF!	#REF!	
513	Total Mailing List Rental Expenses:	3,516	3,000	-15%		#REF!	#REF!	
514	Total Book etc. Expenses:	19,221	0	-100%		#REF!	#REF!	
515	#REF!	#REF!	#REF!	#REF!		#REF!	#REF!	
516	*#REF!*	*#REF!*	*#REF!*	*#REF!*		*#REF!*	*#REF!*	
517								
518	*#REF!*	*#REF!*	*#REF!*	*#REF!*				
519								
520	Total WER Editorial Expenses:	$128,833	$141,170	10%		#REF!	#REF!	
521	*#REF!*	*#REF!*	*#REF!*	*#REF!*				
522								
523	Total Misc Production Projects Income:	$401	$0	-100%		#REF!	#REF!	
524	Total WER Production Expenses:	$134,982	$148,030	10%		#REF!	#REF!	
525	*#REF!*	*#REF!*	*#REF!*	*#REF!*				
526								
527	Total Ecolog Income:	$66,625	$0	-100%		#REF!	#REF!	
528	Total Expenses:	$63,547	$0	-100%		#REF!	#REF!	
529	*Ecolog Net:*	*$3,078*	*$0*	*-100%*				

	A	B	C	D	E	F	G	H
530								
531	Total Income:	$27,500	$27,500	0%		#REF!	#REF!	
532	Total Expenses:	$32,931	$35,520	8%		#REF!	#REF!	
533	*Chronicle Net:*	*($5,431)*	*($8,020)*	*48%*				
534								
535	Total Unclassifieds Income:	$8,715	$8,000	-8%		#REF!	#REF!	
536	*#REF!*	*#REF!*	*#REF!*	#REF!		#REF!	#REF!	
537	*#REF!*	*#REF!*	*#REF!*	*#REF!*				
538								
539	Contributions WEI	58,517	0	-100%		44%	#NUM!	
540	Cyberthon Income	87,916	0	-100%		66%	#NUM!	
541	Library Project Income	401	0	-100%		0%	#NUM!	
542	Environmental Projects Income	401	0	-100%		0%	#NUM!	
543	** TOTAL INCOME **	*$147,235*	*$0*	*-100%*		*#REF!*	*#REF!*	
544								
545	Total WEI FR Expenses	28,218	0	-100%		21%	#NUM!	
546	Total Cyberthon Expenses	96,396	0	-100%		72%	#NUM!	
547	Total Library Project Expenses	7,896	0	-100%		6%	#NUM!	
548	Total Environmental Projects Expenses	1,092	0	-100%		1%	#NUM!	
549	** TOTAL EXPENSES **	*$133,602*	*$0*	*-100%*		*#REF!*	*#REF!*	
550								
551	WEI Fundraising Net	30,299	0	-100%				
552	Cyberthon Net	-8,480	0	-100%				
553	Library Project Net	-7,495	0	-100%				
554	Environmental Projects Net	-691	0	-100%				
555	*WE Institute Net:*	*$13,633*	*$0*	*-100%*				
556								
557	Income:	$7,500	$0	-100%		#REF!	#REF!	
558	Grants Paid	$8,000	$0	-100%		#REF!	#REF!	
559	*Total ____ Expenses:*	*($500)*	*$0*	*-100%*				
560								
561	Total Misc. Corporate Income	12,222	5,000	-59%		#REF!	#REF!	
562	#REF!	#REF!	#REF!	#REF!		#REF!	#REF!	
563	#REF!	#REF!	#REF!	#REF!		#REF!	#REF!	
564	*#REF!*	*#REF!*	*#REF!*	*#REF!*		*#REF!*	*#REF!*	
565								
566	#REF!	#REF!	#REF!	#REF!		#REF!	#REF!	
567	Total Payroll-Related Expenses	43,974	0	-100%		33%	#NUM!	
568	Total Operating Expenses	79,398	81,240	2%		59%	#DIV/0!	
569	#REF!	#REF!	#REF!	#REF!		#REF!	#REF!	
570	#REF!	#REF!	#REF!	#REF!		#REF!	#REF!	
571	*#REF!*	*#REF!*	*#REF!*	*#REF!*		*#REF!*	*#REF!*	
572								
573	*#REF!*	*#REF!*	*#REF!*	*#REF!*				
574								

	A	B	C	D	E	F	G	H
575	**Dept-by-Dept Summary (Totals):**	Actual & Proj	Projected	Pct		PCT OF TOTAL		
576		1990	1991	Diff.		199000%	199100%	
577								
578	*#REF!*	*#REF!*	*#REF!*	*#REF!*				
579	*#REF!*	*#REF!*	*#REF!*	*#REF!*				
580	*#REF!*	*#REF!*	*#REF!*	*#REF!*				
581	*#REF!*	*#REF!*	*#REF!*	*#REF!*				
582	**Whole Earth Review Net:**	#REF!	#REF!	*#REF!*				
583								
584	**Grand Total Income:**	*#REF!*	*#REF!*	*#REF!*		**#REF!**	**#REF!**	
585	**Grand Total Expenses:**	*#REF!*	*#REF!*	*#REF!*		**#REF!**	**#REF!**	
586	**Grand Total Net:**	*#REF!*	*#REF!*	*#REF!*				
587	(check sum - should be 0)	#REF!	#REF!			0%	0%	
588								
589	**GT Income w/o WEI:**	*#REF!*	*#REF!*	*#REF!*				
590	**GT Expenses w/o WEI:**	*#REF!*	*#REF!*	*#REF!*				
591	**GT Net w/o WEI:**	*#REF!*	*#REF!*	*#REF!*				
592								
593	**Payroll Summary:**	Actual & Proj	Projected	Pct		PCT OF TOTAL		
594		1990	1991	Diff.		199000%	199100%	
595								
596	Circulation Pay	33,515	32,000	-5%		8%	8%	
597	MacSub Fulfillment OPS	783	0	-100%		0%	0%	
598	MacSUB Fulfillment Pay	24,759	30,000	21%		6%	8%	
599	Editorial Pay	64,748	64,000	-1%		16%	17%	
600	Research Pay	15,211	15,000	-1%		4%	4%	
601	Production Pay	55,650	58,000	4%		14%	15%	
602	Production OPS	1,640	3,000	83%		0%	1%	
603	Outside Production Work	4,269	4,000	-6%		1%	1%	
604	Whole Earth Ecolog OPS	32,558	0	-100%		8%	0%	
605	Office Pay	35,422	36,000	2%		9%	10%	
606	Pub and Admin Pay	25,351	26,000	3%		6%	7%	
607	Pub and Admin Pre Project Pay	2,776	5,000	80%		1%	1%	
608	Director Pay	20,417	35,000	71%		5%	9%	
609	WEI Fundraising Salaries	0	0	all -		0%	0%	
610	WEI Fundraising OPS	14,000	0	-100%		4%	0%	
611	Cyberthon Salaries	3,022	0	-100%		1%	0%	
612	Cyberthon OPS	14,500	0	-100%		4%	0%	
613	Library Project Salaries	3,302	0	-100%		1%	0%	
614	Library Project OPS	125	0	-100%		0%	0%	
615	Environmental Projects Salaries	54	0	-100%		0%	0%	
616	Environmental Projects OPS	0	0	all -		0%	0%	
617	*Total Pay (Salaries & OPS)*	*352,102*	*308,000*	*-13%*		*89%*	*81%*	
618								
619	Insurance Workers Comp	3,428	na	#####		1%	#VALUE!	
620	Paid Vacation Expense	6,053	na	#####		2%	#VALUE!	
621	Kaiser Health Plan	5,315	na	#####		1%	#VALUE!	
622	Taxes Payroll	29,178	na	#####		7%	#VALUE!	
623	*Total Payroll Related Expenses*	*43,974*	*70,840*	*61%*		*11%*	*19%*	
624								
625	* TOTAL PAYROLL & REL. EXPENSES *	396,076	378,840	-4%		100%	100%	
626								
627								
628								
629	NOTES:							